

DABNEY Says:

"Personal contact in trade relations is the most effective means of increasing output. Experience has demonstrated where competition prevails that the buyer gives preference to those with whom he is acquainted, quality and price being equal. All progressive enterprises realize that personality in this day of close competition is one of the greatest factors in getting business.

Trade expansion tours have proven to be a most effective means to the desired end, and as illustrations of this, nearly every city having conducted such tours have repeated them and many cities have made them an annual event for several consecutive years—This could only have been justified by satisfactory results.

One of the chief objects of the Chamber of Commerce is to increase the importance of Richmond as a trading center, and as a student of this place of our city's life I regard the Richmond Boosters' Tour an occasion that will inspire and produce more direct benefit to Richmond, and particularly to those participating in the tour, than has yet been accomplished by any previous co-operative movement having this object in view."



William T. Dabney, Business Manager, Richmond Chamber of Commerce

Richmond Boosters' Tour

Special Train of Pullman Sleeping and Dining Cars

A Three-Day Trip in Virginia and North Carolina

The Chamber of Commerce, The Business Men's Club, The Retail Merchants Association, The Travelers Protective Association, The United Commercial Travelers Association, The Advertisers Club will be represented and

THESE FIRMS ARE GOING

American National Bank.
Bell Book and Stationery Company.
Blanton & Co., Real Estate.
S. H. Bowman, Steamship Tourist Agent.
John L. Branch & Co., Paints.
L. Bromm Baking Co., Inc., Bakers.
Cable Piano Company.
Chamber of Commerce—"For Richmond."
R. L. Christian & Co., Grocers.
H. Clarke & Sons, Wines and Liquors.
Dunlop Mills, Dunlop Flour.
The Freed Co., Women's Apparel.
First National Bank.
Golsan & Nash, Real Estate.
Gordon Metal Co., Tin, Iron, Steel.
Gordon Motor Co., Chalmers Motor Cars.

Green & Redd, Real Estate.
The Hammond Co., Florists.
Hopkins Furniture Company.
Howe & Fox, Real Estate.
Jefferson Hotel.
Kline Motor Car Corporation, The Kline Kar.
Life Insurance Company of Virginia.
W. H. Miles Shoe Company.
Merchants National Bank.
J. B. Mosby & Co., Department Store.
Walter D. Moses & Co., Pianos.
Murphy's Hotel and Annex.
National Bank of Virginia.
Nolde Brothers, Bakers.
R. L. Peters, Wall Paper.
Pettit & Co., Furniture.

Planters National Bank.
Pollard & Bagby, Real Estate.
Purity Ice Cream Corporation.
Smith-Courtney Co., Machinery and Supplies.
Stephen Putney Shoe Co., Battle Axe Shoes.
Royal Laundry.
The C. F. Sauer Co., Flavoring Extracts.
Schwarzschild Bros., Inc., Jewelers.
Southern Mfg Co., Good Luck Baking Powder.
Chas. M. Stieff, Pianos.
Straus Cigar Company, Wholesale Cigars.
Vaughan & Co., Real Estate.
Virginia Carolina Chemical Co., Fertilizers.
Virginia State Fair Association (Oct. 9-14).
Virginia Trust Co., Executors and Bankers.
John T. Wilson & Co., Inc., Builders.

Have Your Name In The List Next Week, Get In While There Is Room
Boost Your Business by Boosting Richmond
TELEPHONE MONROE 1 AND GET THE DETAILS

NEW INDUSTRIES OF THE PAST WEEK

Developmental Announcements
From Various Sections of
the South.

(Special to The Times-Dispatch.)
Baltimore, July 29.—A fair degree of activity has been reported throughout the South during the week in the development of industrial enterprises and in railway improvements, especially for enlarged terminal facilities. Among the many industrial and development enterprises announced in the South during the week, as reported in the Manufacturers' Record of this week, are the following more important matters:

ed expenditure of \$200,000 for further enlargement and improvement of terminal and warehouse facilities, including construction of warehouse costing \$40,000, dredging to cost \$30,000, etc. at Wilmington, N. C.; company was also reported as to invest \$80,000 for erection of shop, grading, track laying, etc., to improve facilities at Thomasville, Ga.

Go to Chasie Trafieri for pure imported Olive Oil.

Mad. 4202 500 West Main St.

erator, two 1,000 kilowatt turbine generators, etc.; estimated cost of all improvements, \$200,000.
Gulf, Colorado and Santa Fe Railway, F. G. Pettibone, general manager, Galveston, Texas, will expand \$140,000 for lumber handling facilities at Port Bolivar; improvements to include dock costing \$20,000, trackage costing \$14,000, skidway and track costing \$27,500, steam power derrick costing \$6,000, 2,700 bulkhead costing \$80,500, etc.
Valdosta, Moultrie and Western Railroad, Valdosta, Ga., authorized issuance of bonds for \$60,000 to construct terminals and shops at Valdosta and Moultrie and to purchase additional equipment.
Columbus Power Company, Columbus, Ga., will complete development for which concrete dam 1,200 feet long is now being constructed, and will install waterpower-electrical machinery to develop 13,000 horsepower for transmission by electricity; cost of additional construction, \$1,000,000.
Dixon-Smith Engineering Company,

St. Louis, Mo., prepared preliminary report on proposed development of waterpower on Red River, near Higden, Ark., fifty-five miles from Little Rock; dam fifty feet high by 700 long and power plant estimated to cost about \$750,000 and to develop 10,000 horsepower for transmission by electricity.
Texarkana Gas and Electric Company, Texarkana, Ark., increased capital stock from \$200,000 to \$300,000 and will issue bonds for \$300,000; expand portion of new capital for betterments, new machinery, etc., as required by future developments.
Chilhowee Mountain Mining and Manufacturing Company, Pittsburg, Pa., purchased twenty-four miles of iron ore in Blount county, Tenn., and will develop at once with view of building blast furnaces at or near Knoxville.
Dominion Power Company, Hinton, W. Va., was incorporated with \$100,000 capital stock to operate electric plant.
Fidelity Chemical Fertilizer Corporation,

Clinton, Tex., was incorporated with \$50,000 capital stock to build plant on Houston ship channel.
C. W. Stevens, Elizabeth City, N. C., will erect building and install machinery costing \$25,000 for annual capacity of 4,000 tons of cottonseed and plans to build addition for fertilizer factory.
East Texas Ore Development Company, Fort Bolivar, Tex., recently chartered with \$2,500,000 capital stock and organized by electing officers and awarding contract for ore-crushing and washing plant to cost from \$40,000 to \$50,000.
Virginia Veneer and Panel Company, Norfolk, Va., was incorporated with \$50,000 capital stock to manufacture veneers.
Gates Lumber Company, Wilmar, Ark., awarded contract for sawmill to have daily capacity of 100,000 feet of lumber; this replaces plant recently burned.
Myles Mineral Company, New Orleans, La., in progressing with development of salt, limestone and gypsum

properties near Pine Prairie, having expended about \$100,000, and estimates that another \$100,000 will be required for shafts, buildings and machinery.
Alexandria County Lighting Company, Alexandria, Va., will make extensive improvements to plant on river front, including construction of intake, reinforced concrete construction to replace wooden floors and stairways, construct twenty miles of transmission lines, install boilers and turbines, etc.
American-Canadian Land Company, Cedar Rapids, Iowa, plans organization of \$150,000 company to develop salt deposits near Adrian, Texas.

W. DUNCAN LEE
ARCHITECT

Announces the removal of his offices to
708 and 9 Traveler's Insurance Building